CLAIMS

1   1. A computer-implemented method of merchandise planning support,
2   including:

3   projecting unit inventory and unit sales for a plurality of items at a plurality of
4   locations, utilizing

5   current inventory of the items at the locations,

6   projected deliveries of the items to the locations, and

7   projected demand for the items at the locations; and

8   applying planned transaction pricing to derive projected dollar inventory and
9   projected dollar sales of the items at the locations.

1   2. The method of claim 1, further including rolling up at least one of the
2   projected unit inventory, unit sales, dollar inventory or dollar sales from the items to
3   one or more aggregate levels.

1   3. The method of claim 1, further including projecting gross margins on sales of
2   the items across the locations, utilizing

3   the projected dollar sales of the items at the locations,

4   actual costs for the items sold from the current inventory, and

5   projected costs for the items sold from the projected deliveries.

1   4. The method of claim 3, further including rolling up at least one of the
2   projected unit inventory, unit sales, dollar inventory, dollar sales, or gross margin on
3   sales from the items to one or more aggregate levels.

1   5. The method of claim 1, wherein at least some of the projected deliveries are
2   notional deliveries of the items to meet the projected demand for the items,
3   unconstrained by inventory budgets.

1   6. The method of claim 3, wherein at least some of the projected deliveries are

2   notional deliveries of the items to meet the projected demand for the items,

3   unconstrained by inventory budgets.

1   7. The method of claim 5, wherein the notional deliveries only start after

2   specified order coverage cycles for the items.

1   8. The method of claim 6, wherein the notional deliveries only start after

2   specified order coverage cycles for the items.

1   9. The method of claim 5, wherein the notional deliveries are calculated to

2   balance stocking costs against lost sales.

1   10. The method of claim 6, wherein the notional deliveries are calculated to

2   balance stocking costs against lost sales.

1   11. The method of claim 5, wherein the notional deliveries are calculated to

2   deliver predetermined in-stock percentages for the items at the locations.

1   12. The method of claim 6, wherein the notional deliveries are calculated to

2   deliver predetermined in-stock percentages for the items at the locations.

1   13. The method of claim 1, wherein the projecting of the unit sales is carried out

2   for weekly periods.

1   14. The method of claim 13, further including adjusting the projected weekly unit

2   sales for causal events happening during the weekly period.

1   15. The method of claim 13, further including adjusting the projected weekly unit

2   sales for one or more promotions happening during at least part of one or more of the

3   weekly periods.

1   16. The method of claim 1, wherein the projecting of the unit sales is carried out

2   for daily or more frequent periods.

1   17. The method of claim 16, wherein the projecting of unit sales takes into

2   account stockouts of the items at the locations.

1   18. The method of claim 16, wherein the projecting of unit sales takes into

2   account in dates and out dates for the items.

1   19. The method of claim 18, wherein the out date is a desired date for selling out

2   one or more of the items.

1   20. The method of claim 18, wherein the out date is a date by which one or more

2   of the items will be sold out or cleared out.

1   21. The method of claim 18, wherein a plurality of the in dates and out dates for a

2   particular item are associated with a plurality of the locations.

1   22. The method of claim 16, wherein the projecting of unit sales takes into

2   account last purchase order receipt dates associated with the items.

1   23. The method of claim 22, wherein a plurality of the last purchase order receipt

2   dates for a particular item are associated with a plurality of the locations.

1   24. The method of claim 16, wherein the projecting of unit sales takes into

2   account causal events affecting demand for the items.

1   25. The method of claim 24, wherein at least one of the causal events is a

2   promotion.

1   26. The method of claim 24, wherein at least one of the causal events is a

2   markdown.

1   27. The method of claim 24, wherein at least one of the causal events is an item

2   presentation.

1   28. A method of prorating sales or revenue budgets among items, including:

2   setting sales or revenue budgets for groups of items;

3   projecting sales of the items;

4   setting notional deliveries, in addition to projected deliveries for outstanding

5   orders, to meet the projected sales;

6   prorating the sales or revenue budgets for the groups of items; and

7   reporting the prorated sales or revenue budgets and the projected sales for the

8   items, rolled up, if necessary, to a level of detail equivalent to the prorated sales

9   or revenue budgets.

1   29. The method of claim 28, further including:

2   calculating reduced notional deliveries consistent with prorated inventory

3   budgets; and

4   calculating lost sales resulting from the reduced notional deliveries.

1   30. The method of claim 28, wherein the notional deliveries are constrained by

2   lead time for ordering and obtaining delivery of the items.

1   31. The method of claim 29, wherein the notional deliveries are constrained by

2   lead time for ordering and obtaining delivery of the items.

1   32. The method of claim 28, wherein the projected sales of the items are

2   projected on a daily or more frequent basis.

1   33. The method of claim 28, wherein the projected sales of the items are

2   projected on a location-by-location basis.

1   34. The method of claim 32, wherein the projected sales of the items are

2   projected on a location-by-location basis.

1   35. The method of claim 29, wherein the projected sales of the items are

2   projected on a daily or more frequent basis.

1   36. The method of claim 29, wherein the projected sales of the items are

2   projected on a location-by-location basis.

1   37. The method of claim 35, wherein the projected sales of the items are

2   projected on a location-by-location basis.

1   38. The method of claim 28, wherein the notional deliveries are based in part on

2   optimal stocking levels.

1   39. The method of claim 29, wherein the notional deliveries are based in part on

2   optimal stocking levels.

1   40. The method of claim 28, wherein the notional deliveries are based in part on

2   desired in stock levels.

1   41. The method of claim 29, wherein the notional deliveries are based in part on

2   desired in stock levels.

1   42. The method of claim 28, wherein the notional deliveries are consistent with

2   presentation quantities for the items at respective selling locations associated with the

3   items.

1   43. The method of claim 29, wherein the notional deliveries are consistent with

2   presentation quantities for the items at respective selling locations associated with the

3   items.

1   44. The method of claim 28, wherein the notional deliveries are set with reference

2   to a causal calendar of events.

1   45. The method of claim 29, wherein the notional deliveries are set with reference

2   to a causal calendar of events.

1   46. The method of claim 28, wherein the notional deliveries take into account

2   planned promotions.

1   47. The method of claim 29, wherein the notional deliveries take into account

2   planned promotions.

1   48. The method of claim 28, wherein the notional deliveries are consistent

2   minimum order quantities for the items.

1   49. The method of claim 29, wherein the notional deliveries are consistent with

2   minimum order quantities for the items.

1   50. The method of claim 28, wherein the prorating is based on the projected sales

2   of the items.

1   51. The method of claim 29, wherein the prorating is based on the projected sales

2   of the items.

1   52. The method of claim 28, wherein the projected sales of the items include

2   recapture of projected lost sales due to stockouts of the item.

1   53. The method of claim 29, wherein the projected sales of the items include

2   recapture of projected lost sales due to stockouts of the item.

1   54. The method of claim 28, wherein the projected sales of the items are

2   corrected for projected stockouts at respective selling locations associated with the

3   items.

1   55. The method of claim 29, wherein the projected sales of the items are

2   corrected for projected stockouts at respective selling locations associated with the

3   items.